



**CLARK
SCHOLARS
PROGRAM
NETWORK**

NETWORKING RESOURCES

Networking for Engineers: Top Ten Tips to Make an Impression

Courtesy of UMaine Pulp+Paper Foundation

First impressions always matter.

Present yourself well. Make eye contact when introducing yourself and shaking someone's hand. If the event is casual, great! That may help relax you but definitely dress to impress and show your amazing personality. If you need to create a nametag, write your name large and legibly!

Be prepared.

You should be able to effectively market yourself anywhere, anytime within 30 seconds. Also known as an "elevator pitch," you should be able to explain who you are, what you do, and how you help in a short, confident "mini speech." It's also important to do a little background research on the event. Who's it for? Why is it happening? Is there an event sponsor you'd like to meet? Do a little research first—it goes a long way.

Ask questions.

Engage the person you've just met by asking them questions. Where they work and what they do are always good places to start, but don't be afraid to go a little deeper. Ask them their favorite part of their job. What they did to achieve their career goals. You can even ask them for career advice! Just be sure to listen when they answer, and steer clear from questions that are too personal.

Be yourself.

We know—how many times have you heard that? But it's great advice for a reason. You're looking to make authentic connections while networking and you don't want to embellish anything. (It will backfire later.) If it helps to psych yourself up before the event, go for it! Embrace your qualities, accomplishments, and what makes you, you. Which leads us to our next point...

Avoid the comparison trap...

...and imposter syndrome. Everyone compares themselves to others and experiences imposter syndrome, believe us. But that doesn't mean you need to succumb to it. It's cliché, but you can't judge a book by its cover, and you never

know what someone is thinking, feeling, or what they've been through or accomplished. Embrace who you are, it's more than enough. We promise.

Offer to help.

You're networking to meet people, make connections, and possibly land a new job or promotion (all great things). But it's important that you don't go into networking events expecting anything in return. Attend with generosity in mind and you'll come across as a valuable resource and a team player. What you might offer doesn't necessarily have to be connected to your job, either. Have experience coaching youth soccer? Offer to fill in when needed. Are you great at writing resumes? Offer to look over someone's resume who's applying for the first time.

Get involved in extracurriculars and/or your local community.

We suggest participating in extracurriculars that interest you, otherwise, you may resent going or not even go at all. (We've all been there, too.) The more engaged and interested you are in an activity, the better. Similarly, attend events, workshops, and volunteer opportunities in your local community that intrigue you or that you may have a knack for and enjoy. Introduce yourself to as many people as you can and be sure to give them your "pitch." When they're looking for someone like you—or when someone they know is looking for someone like you—your name will come right up. Score!

Follow up.

The same goes for if you've had a recent job interview, but always, always, always follow up with new connections. Thank them for talking with you and share some memorable/funny/interesting things you both talked about. They'll appreciate the acknowledgement, and you'll stay on top of their mind. Win-win!

Leverage LinkedIn.

Colleagues and companies alike are using LinkedIn. Create a profile, if you haven't already, and keep it updated. Since LinkedIn is a social media platform with professionals in mind, be sure you're sharing relevant information. The platform has seen recent changes in the types of content posted, namely people being more "real" on LinkedIn, so don't be afraid to be a little vulnerable. Stay genuine, be workplace appropriate, and engage with others. LinkedIn is a strong networking tool.

Keep networking.

If you started networking to land a cool job and you got it (congratulations!), you'll still want to keep networking. Your career will evolve over time and so should your social sphere. Plus, it's not just about getting a job. Networking is about making connections and building relationships.

Bonus: the more you do it, the better you'll get!

Be present, engaged, and listen carefully to others. Ask genuine questions and offer to help if it feels appropriate. And of course, be yourself and try to have fun! You never know who you'll meet or what could happen by keeping an open mind and getting out there.

Professional organizations to explore:

[AMERICAN INDIAN SCIENCE AND ENGINEERING SOCIETY \(AISES\)](#)

AISES is a national nonprofit organization focused on substantially increasing the representation of Indigenous peoples of North America and the Pacific Islands in science, technology, engineering, and math (STEM) studies and careers.

[NATIONAL SOCIETY OF BLACK ENGINEERS \(NSBE\)](#)

Founded in 1975, the National Society of Black Engineers (NSBE) is one of the largest student-governed organizations based in the United States. With more than 24,000 members and 800 chapters in the U.S. and abroad, NSBE supports and promotes the aspirations of collegiate and pre-collegiate students and technical professionals in engineering and technology. NSBE's mission is "to increase the number of culturally responsible Black engineers who excel academically, succeed professionally and positively impact the community."

[NATIONAL SOCIETY OF PROFESSIONAL ENGINEERS \(NSPE\)](#)

For more than a century, Professional Engineers have prioritized public health, safety, and welfare by committing themselves to the highest standards of ethics and expertise.

The National Society of Professional Engineers was founded in 1934 to help Professional Engineers live out those commitments. NSPE helps its members work toward a safer, more forward-looking society through its support for the entire PE journey, from education to continual career growth. Our mission: Fostering licensed professional engineers in service to society.

[SOCIETY OF HISPANIC PROFESSIONAL ENGINEERS \(SHPE\)](#)

For over 50 years, SHPE has made a big impact. We're the largest association in the nation supporting Hispanics in STEM. We meet each of our student and professional members where they are—offering effective training, mentorship, and programming for our vibrant community.

SHPE's growth isn't slowing down anytime soon. As we continue to expand our membership, programs, and partnerships, we're guided by a clear mission, a bright vision, and the core values demonstrated by our founders.

[SOCIETY OF WOMEN ENGINEERS \(SWE\)](#)

For more than seven decades, SWE has given women engineers a unique place and voice within the engineering industry. Our organization is centered around a passion for our members' success and continues to evolve with the challenges and opportunities reflected in today's exciting engineering and technology specialties.

We invite you to explore the values, principles, and priorities that guide our initiatives and learn how together, WE can continue to make a lasting impact on the future.

Useful websites/articles:

[Access LinkedIn resources designed specifically for college students and young professionals.](#)

[6 Engineering Organizations To Help Advance Your Career](#)

[Networking for Engineers: Top Ten Tips to Make an Impression \(full article\)](#)